Regional Partnership Director, Midwest
Position Description

Purpose: The Regional Partnership Director is charged to develop ministry partnerships that meet college students’ need for the Gospel, the Church and a Vision for serving Jesus Christ in the world. This Indiana-based leader is responsible for inviting churches, individuals and foundations to join in the CCO’s mission to college students. This leader must be fully committed to our Core Purpose of transforming college students to transform the world, able to live by the CCO’s Statement of Faith and profess our six core values:

- All things belong to God.
- Jesus changes people’s lives.
- We love college students.
- We embrace God’s multi-ethnic Kingdom.
- Faithfulness is pursued together.
- We celebrate life.

Accountability: Regional Partnership Director is accountable to the EVP for Campus Ministry

Works Closely With: Local churches, Staff Directors for the region, Mobilization staff, Advancement staff

Core Responsibilities:

- Develop thriving church partnerships
  - Pursue leads to launch new ministries in partnership with local churches.
  - Develop and maintain an active network of contacts for church partnership development through leads, referrals, and gatherings (e.g. ministry networks, denominational events)
  - Work closely with ministry partners and Mobilization to build a candidate profile and recruit excellent staff.
  - Collaborate with Staff Directors on placement of campus staff and CCO Associates.

- Expand the foundations of financial support in the Midwest
  - Collaboratively build and support regional councils toward the thriving and sustainable ministry.
  - Identify and pursue grant opportunities in collaboration with advancement staff.

- Cultivate existing partnerships
  - Meet with strategic partners to gain feedback and improve the quality of the partnership.
  - Develop and implement programs that add value to our partners, with a particular focus on engaging partners in the Jubilee conference.

- Engage CCO alumni in the area to advance the mission.
  - Collaborate cross-functionally to reach out to staff and student alumni living in this region.
  - Explore pathways for advancing the mission with alumni including connecting with potential church partners, campuses and networks of support.
• Additional Organizational Responsibilities
  o Participate in regional and CCO-wide leadership meetings.
  o Exceed 100% of support raising ministry goals
  o Pray regularly and frequently for the ministry of the CCO.

Lifestyle Commitments:
• Spiritual Health, Growth, and Fellowship –includes membership in a local church, scripture study and various spiritual disciplines.
• Engages professional development opportunities for both professional and personal growth.
• Personal conduct both reflective of CCO Statement of Faith, Core Values and consistent with the CCO employee handbook.

Critical Requirements:
• Education and Experience
  o Minimum of a Bachelor's degree
  o Experience and/or familiarity with college student ministry required.
  o At least five years leadership experience in one or more of these areas: the local church, higher education, non-profit organizations

• Skill Sets
  o Stimulating, positive and persuasive communicator
  o Articulates a compelling vision for reaching the next generation
  o Quick to connect with people and institutions
  o Manages competing priorities and tasks in a timely manner
  o Moves potential partners from a level of interest to commitment/contribution
  o Succeeds in developing new projects and loves this challenge
  o Learns quickly from failure and keeps moving toward the mission

• Work Value
  o Self-direction and initiative
  o Collaborative
  o Goal-directed
  o Proactive in preparation and timely in response